# The Atlanta International GIFT & HOME FURNISHINGS MARKET®

Temporaries: January 12–16, 2017















Experience a marketplace unlike any other - one connecting buyers and exhibitors from around the globe through accessibility, value, and convenience.

### **Opportunities**

Home to nearly 1,400 permanent showrooms and 4,000 temporary booths in distinct, comprehensive product collections.

### Growth

43% of NEW showrooms leased space as a result of their successful temporary Market experience.

# **Advantages**

The highest-rated customer service staff in the industry and free expert-led classes and workshops to build your business.

# Accessibility

Atlanta is within a two-hour flight of 80% of the U.S. population, with more flights from more places - 150 U.S. destinations and more than 70+ international destinations. Plus, more than 10,000 hotel rooms are within walking distance of our campus.

# **Buyers**

Buyers from all 50 states and more than 70 nations rely on AmericasMart as their preferred resource for vendors, products and the services that drive their businesses forward.

### Convenience

A completely integrated campus to easily navigate multiple product centers.

We love exhibiting at AmericasMart! It is always our top show."

- Amanda Smith, Clover Cottage

# Why Retailers Choose Atlanta

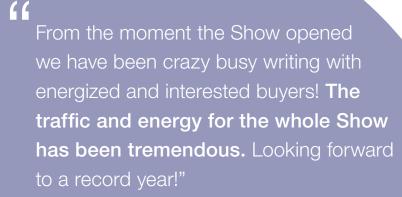
AmericasMart offers the world's premier collection of product, representing thousands of manufacturers in an environment designed to foster and grow business.

See why it's everything buyers want and need. Be part of the most comprehensive and connected product destination, surrounded by first-class amenities and accommodations, right in the heart of the nation's most accessible city—Atlanta.

For us, exhibiting at AmericasMart is a great experience all around, but what makes it really stand is the service in comparison to other shows. Everyone we have contact with is so helpful from AmericasMart staff to the exhibition contractors. But the real difference is felt in the direct and personal help received from our area managerpre-Show and every day during the Show. It makes all the difference to our experience of exhibiting, knowing that we have someone who will really help us with any problems big or small.

# AmericasMart is our favorite show by far!"

- Anna Hall, Aviologie



- Pam Vincent, Maple Leaf at Home







**More Types of Retailers:** 

- Attractions
- Amusement Parks
- Apparel & Fashion Accessories Stores
- Bed & Breakfasts
- Big Box Retailers
- Bookstores
- Buying Groups
- Card/Stationery Stores
- Casinos
- Catalogs
- Caterers
- · Children's Stores
- College Gift Stores
- Country Clubs
- Craft Stores

- Deep Discounter
- Department Stores
- Discount/Mass Merchants
- Event Planners
- Flash Sale Sites
- Florists
- Furniture Retailers
- Garden Center
- Garden Specialty Shops
- Gift & Decorative Accessories Stores
- Gourmet Food Stores
- Hardware Stores/ Home Centers
- Hearth & Fireplace Retailers
- Hobby Shops

- Home Accent Retailers
- Home Furnishings Retailers
- Home Improvement Warehouses
- Hospital Gift Shops
- Hospitality Buyers
- Hotels/Spas
- Hotel Specifiers
- Housewares Stores
- Interior Designers Residential/Commercial
- Jewelry & Fine Gifts Stores
- Landscape Architects
- Lamp & Lighting Stores
- Landscape Designers
- Lifestyle Stores

- Linens Stores
- Membership Clubs
- Museums, Zoos & Aquariums
- Nurseries/Nature Retailers
- Online Retailers
- Outdoor/Casual Furniture Retailers
- Pop Up Shops
- Resorts
- Souvenir Stores
- Specialty Boutiques
- Specialty Gift Shops
- Sports-Related Stores
- Toy StoresWineries

- **Including Top Retailers:**
- ABC Carpet & Home
- Ace Hardware
- Amazon
- American Signature
- Anthropologie
- Arhaus
- Art Van
- Ashley Furniture Industries
- Badcock Furniture
- Ballard Designs
- Barnes & Noble
- Bass Pro Shops
- Bassett
- Bealls
- Bed Bath & Beyond
- Belk
- BJ's Wholesale Club
- Bloomingdale's
- Bobby Berk Home
- Burlington Coat Factory

- · Cabela's
- Casual Marketplace
- Caesars Entertainment
- Christian Booksellers Association
- The Colonial Williamsburg Foundation
- The Company Store
- The Cook's Shop
- Costco Wholesale Corporation
- Cracker Barrel
- Crate & Barrel
- Dillard's
- Family Christian Stores
- Gourmet Catalog & Buying Group
- Hallmark
- Hamrick's
- Havertys Furniture Companies
- HEB Grocery

- Hobby Lobby Stores
- Home & Garden Showplace
- The Home Depot
- Home Goods
- HSN
- Kirkland's
- Kohl's
- Kroger
- Lowe's
- Macy's
- Michaels Stores
- Nebraska Furniture Mart
- Neiman Marcus
- Nordstrom
- One Kings Lane
- Overstock
- Pettiti Garden Centers
- Pike Nurseries
- Publix Super Markets
- QVC

- RC Willey
- The Rug Gallery
- Saks Fifth Avenue
- Schnucks Markets
- Southern Homes & Gardens
- · Spencer's Gifts
- Stein Mart
- Target
- T.J. Maxx
- True Value
- Urban Outfitters
- WalMart
- Wayfair

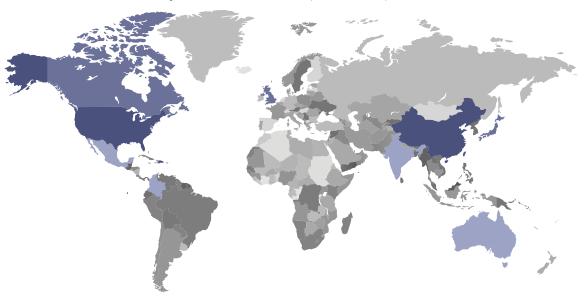
Z Gallerie

- Wegmans
- Wild Birds Unlimited
- Williams-Sonoma
- Whole Foods Market
- Plus thousands more!



### 70+ Countries Attending, Top 10 Include:

Canada · Mexico · China · United Kingdom · Colombia · Dominican Republic · India · Japan · Bahamas · Australia



### Total Store Attendance Is up! +6% from 2015 • +4% from 2014

**Gift Stores** 



FROM 2014



Designer / Architect / Contract



FROM 2014

### **New Store Attendance Is up 27%**





Second to the SE, the NE is the strongestgrowing region for new stores:

Gift +15% • Home +71%

**New Gift Stores** 



**New Home Stores** 



93% of buyers said they plan to return to The Atlanta International Gift & Home Furnishings Market®

### **Strongest Attending Business Types**



Independent Retailer



Interior **Design Firm** 



Garden/ Outdoor/Patio



Florist



Internet Catalogue



Department Stores

Data from January 2016 Market attendance reports and post-Market survey.

Today's media is constantly on the hunt for the latest products and trends. Your products could easily make the headlines with one of the dozens of media outlets that attend our Market.

- Angeleno
- AREA
- ARTE REGALO
- Atlanta HOME
- Atlanta Homes & Lifestyles
- Atlanta Magazine
- Beautiful Kitchens and Baths
- Better Homes & Gardens
- Birding Business
- Birmingham Home & Garden Magazine
- Casual Living
- Celebrate365
- Christian Retailing
- Cooking Light
- Country Living
- Cover Magazine
- Design Today
- Dolls
- Domino
- Dr. Tov
- Elle Décor
- Floor Covering Installer
- Floor Covering News
- Floor Focus Magazine
- Floor Radio
- Floor Trends
- · Florists' Review
- Flower Magazine

- Flowers & Magazine
- Furnishing International
- Furniture Today
- Furniture World
- · Garden & Gun
- Garden Center Magazine
- Gift Guide Media
- Gift Net News
- Gift Shop Magazine
- Giftbeat
- Gifts & Decorative Accessories
- Giftware News
- Glamour Goes South
- Global Cosmetics Industry Magazine
- Good Morning America
- Gourmet Business
- Gourmet Insider
- Gourmet Retailer
- Green Profit
- Hali
- Hearst Publications
- HGTV Magazine
- HGTVGardens.com
- Hoffman Media
- Home & Textiles Today
- Home Accents Today
- Home Fashion Forecast
- Home Furnishing Business

- Home Furnishings News
- HomeWorld Business
- House Beautiful
- ICD Publications
- Interiors & Sources
- Kids Todav
- Kitchenware News
- Koshereye.com
- Lawn & Garden Retailer
- LDB Interior Textiles
- · Louisiana Cookin'
- LUXE
- Macfadden Communication
- Milieu
- Modern Luxury
- Museums and More
- My Style Vita
- MyRecipes.com
- O, The Oprah Magazine
- Pantone View
- Parents Magazine
- Progressive Business Media
- Residential Lighting
- Retailing Insight
- Rue
- RUG INSIDER
- Rug News and Design
- RugNews.com
- Sarasota Magazine

- Selling Christmas Decorations
- Selling Halloween
- Sleep Well
- Smart Retailer
- Soft Design Lab
- Southern Lady
- Southern Living
- Souvenirs, Gifts & Novelties
- Stationery Trends
- Stylebeat
- Tableware International
- Talkfloor.com
- Taste of The South
- Tea Time Magazine
- The Cottage Journal
- The Design Network
- The Editor At Large
- The Giggle Guide
- The Paper Chronicles
- The Peak of Chic
- The Trend Curve
- The Trend Forecaster
- Travelgirl
- USA Love List
- Veranda
- Victoria
- Waiting on Martha

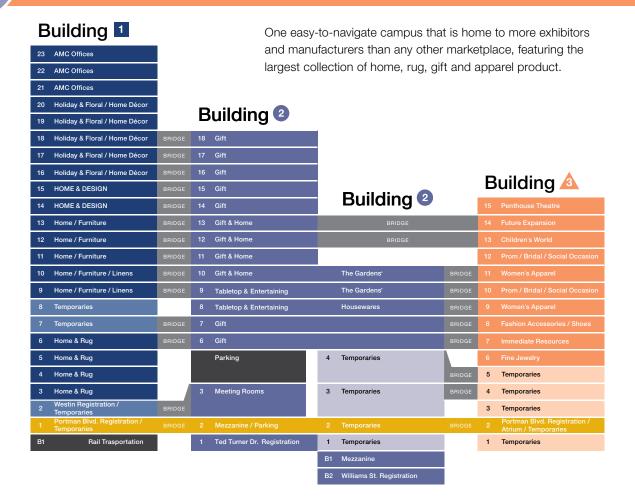
Connect with Us! #AtIMkt



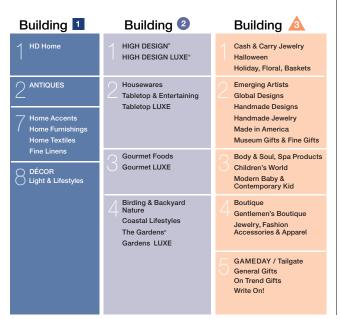




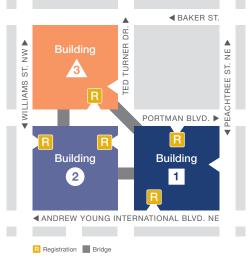




# **Temporaries**



# **Campus Overview**



NOTE: Category locations may be altered without notice.



Jo Ann Miller Marshall

Executive VP of Tradeshows 404.220.2234 imiller@americasmart.com



# **Marie Knight**

Vice President of Tradeshows 404.220.2203 mknight@americasmart.com



### Samantha Merckens

Process Manager 404.220.2214 smerckens@americasmart.com

ANTIQUES – Juried



### Elizabeth Moss

**Executive Director** 404.220.2201 emoss@americasmart.com

- DÉCOR | Light & Lifestyles Juried
- HD Home (By invitation only)
- HIGH DESIGN® Juried
- HIGH DESIGN LUXE® Juried



# **Amy James**

**Executive Director** 404.220.2207 ajames@americasmart.com

- Housewares
- Tabletop and Entertaining
- Tabletop LUXE Juried



# **Nancy Barlar**

Executive Director -Sales & New Business 404.220.2204 nbarlar@americasmart.com



# **Mary Ellen Jackson**

**Executive Director** 404.220.2234 mjackson@americasmart.com

- Cash & Carry Jewelry
- Halloween
- Holiday, Floral, Baskets



# Katie Inglis

Director of Sales 404.220.2208 kinglis@americasmart.com

- DÉCOR Light & Lifestyles - Juried
- Fine Linens & Home Textiles
- Home Accents & Home **Furnishings**



### **Grace Creta**

Director of Sales 404.220.2223 gcreta@americasmart.com

- Emerging Artists Juried
- Global Designs
- Handmade Designs Juried
- Handmade Jewelry Juried
- Made in America
- Museum Gifts & Fine Gifts





# Lecy Sebastiani

Director of Sales 404.220.2262

Isebastiani@americasmart.com

- Birding & Backyard Nature
- Coastal Lifestyles
- Gourmet Foods
- Gourmet LUXE Juried
- The Gardens®
- Gardens LUXE Juried



### **Susan Houston**

Director of Sales 404.220.2205

shouston@americasmart.com

- Jewelry, Fashion Accessories, Apparel (Order writing only)
- Boutique Juried
- Gentlemen's Boutique Juried



### Sallie Barrett

Customer Experience Coordinator 404.220.2206 sbarrett@americasmart.com



### Laura Dadisman

Director of Sales 404.220.2219

Idadisman@americasmart.com

- GAMEDAY/Tailgate
- General Gifts
- On Trend Gifts Juried
- Write On!



# **Dana Oglesby**

Sales Manager 404.220.2209

doglesby@americasmart.com

- Body & Soul, Spa Products
- Children's World
- Modern Baby & Contemporary Kid - Juried



### **Debbie Carlton**

Operations Manager 404.220.2886 dcarlton@americasmart.com









# A Product Category for You

### **Birding & Backyard Nature**

Showcases birdfeeders, birdhouses, birdseed, birdbaths, birding & nature books, optics, hardware, birding software, bird-themed giftware, notecards, magnets, bookmarks, butterfly houses, bat houses, wildlife art, bird-themed jewelry, bird-themed decorative accessories, recycled nature products, water garden supplies & décor.

Booth Size: 10' x 10'

### **Body & Soul, Spa Products**

Features bath and body products for men and women including face & body creams, scrubs, grooming products, facial cleansers, lip products, bath salts, soaps, loungewear, yoga accessories shaving & grooming kits, body fragrance, hair & mustache wax, cosmetics, body art and holistic products

designed for new age wellness.

Booth Size: 10' x 10'

### **Boutique - Juried Collection**

Features higher-end, designer-quality jewelry, fashion accessories & apparel. See special submission requirements for juried collections on page 11.

Booth Size: 10' x 10'

### Cash & Carry Jewelry

Features fine & fashion jewelry & accessories for immediate delivery.

Booth Size: 10' x 10', 12' x 10'

### **Children's World**

Products for babies, kids, tweens & teens, including innovative & functional furniture, bedding, décor, baby/toddler gear, toys, games, plush, clothing & related items.

Booth Size: 10' x 10'

### **Coastal Lifestyles**

Features home accent & home furnishings with a coastal flair, including nautical & shell-themed decorative accessories & mirrors, painted furnishings and more.

Booth Size: 10' x 10'

### **Emerging Artists - Juried Collection**

A juried collection of emerging artisans displaying their original handmade creations. These artists have not previously participated in a wholesale tradeshow. See special submission requirements for juried collections on page 11.

Booth Size: 10' x 10'

### **Fine Linens & Home Textiles**

Features a complete range of decorative soft goods & home textiles including bedding, decorative pillows, towels, quilts, throws, area rugs, window treatments, loungewear, kitchen & bath textiles.

Booth Size: 9' x 10'

### **GAMEDAY/Tailgate**

Features an expansive range of collegiate, professional and GAMEDAY themed products including gifts, home accents, stationery, apparel, juvenile products, tabletop furnishings and more.

Booth Size: 10' x 10'

### The Gardens®

Features indoor & outdoor garden-themed accessories, garden gifts, fountains, statuary, decorative flags, watering cans, weather vanes, urns, pots & planters, outdoor lighting & casual furniture

Booth Size: 10' x 10'

### **Gardens LUXE - Juried Collection**

A juried collection of design-driven, luxury, high-quality products for outdoor/indoor living. See special submission requirements for juried collections on page 11.

Booth Size: 10' x 10' • Rate: \$4,800 (Includes hardwall booth package and custom carpet)

### **General Gifts**

Includes general gifts, resort & souvenir items, personal technology accessories, collectibles, figurings, hobby items, puzzles & games, memorabilia, men's gifts, inspirational gift items, monogrammable gifts & accessories included blanks and embroidery equipment, pet products and pet themed gifts, business support services & equipment.

Booth Size: 10' x 10'

# Gentlemen's Boutique – Juried Collection

Gifts and accessories suited to the well-appointed gent including: dopp kits, leather accessories, cuff links, socks, wallets, flasks, portfolios, watches, shaving supplies, fragrance, neckwear, eyewear and more. See special submission requirements for juried collections on page 11.

Booth Size: 10' x 10'

### **Global Designs**

AmericasMart's "people positive" collection features artisan-quality, handmade crafts that reflect culturally meaningful designs and assist in the economic and environmental sustainability of global communities. Global Designs includes products classified as: organic, environmentally friendly, fair trade, people positive, purchase positive, sustainable, green, etc.

Booth Size: 10' x 10'

### **Gourmet Foods**

Features specialty gourmet food items, beverage products & cookbooks.

Booth Size: 10' x 10'

### **Gourmet LUXE - Juried Collection**

A juried collection of luxury gourmet products made from the finest ingredients. Rich, decadent, handcrafted, LUXE. See special submission requirements for juried collections on page 11.

Booth Size: 10' x 10' • Rate: \$4,800 (Includes hardwall booth package and custom carpet)

### Halloween

Features festive Halloween décor items, costumes for adults & children, masks, wigs, hats, seasonal novelty items and themed party supplies, indoor & outdoor decorations, Halloween collectibles & accessories, lanterns, lights & music.

Booth Size: 10' x 10'

# Handmade Designs – Juried Collection

This juried collection features design-oriented, original, handmade creations of glass, ceramics, textiles, fiber-art, sculptures, mixed media, functional art, lighting, decorative accents, ornaments, woodworking & turning. All Handmade Design products must be handmade by the artist. See special submission requirements for juried collections on page 11.

Booth Size: 10' x 10'

# Handmade Jewelry – Juried Collection

This juried collection features artisan quality, design-oriented, original, handmade jewelry creations and includes both fine and fashion jewelry. All items must be handmade by the artist. See special submission requirements for juried collections on page 11.

Booth Size: 10' x 10'

### **HD Home – By Invitation Only**

Features a juried lifestyles collection of High Design home furnishings & décor. Participation by invitation only.

### **HIGH DESIGN® – Juried Collection**

A fresh collection of design-driven, lifestyle-focused goods for the gift, home furnishings & home décor markets. The collection includes products from all price points. See special submission requirements for juried collections on page 11.

Booth Size: 10' x 10' • Rate: \$4,175

# HIGH DESIGN LUXE® – Juried Collection

A juried collection of HIGH DESIGN products featuring high-quality, luxury goods. See special submission requirements for juried collections on page 11.

Booth Size: 10' x 10' • Rate: \$4,800 (Includes hardwall booth package and custom carpet)

### Holiday, Floral, Baskets

Features seasonal decor, dried & silk flower products & holiday decorations, floral supplies, ribbons, candles (including wires, picks, pins and foam), accessories, wreaths & baskets.

Booth Size: 10' x 10', 12' x 10'

### **Home Accents & Home Furnishings**

Features home accessories & décor, lighting, wall art, mirrors, clocks, occasional furniture, bookcases, dining room furniture, upholstered furniture, case goods and more.

Booth Size: 9' x 10'

### **Housewares**

Includes cookware & bakeware, kitchen accessories, kitchen electrics, space organizers, aprons, wine glasses, bar accessories, cutlery & food storage, kitchen tools & gadgets.

Booth Size: 10' x 10'

# Jewelry, Fashion Accessories & Apparel (Order writing only)

Includes jewelry, clothing, watches, belts, T-shirts, handbags, wallets, accessory bags, hair accessories, scarves, eyeglasses.

Booth Size: 10' x 10'

### Made in America - Juried Collection

Features a wide range of American-made gifts and decor items. See special submission requirements for juried collections to the right.

Booth Size: 10' x 10'

# Modern Baby & Contemporary Kid – Juried Collection

A juried showcase of fashion-forward baby and juvenile products focused on design and functionality, fabrics and fashions. See special submission requirements for juried collections to the right.

Booth Size: 10' x 10'

### **Museum Gifts & Fine Gifts**

Features museum products, fine gifts and collectibles.

Booth Size: 10' x 10'

### On Trend Gifts - Juried Collection

An internationally influenced juried collection of design-driven, contemporary gift items. Includes unique, interesting, edgy, clever and fun products with creative appreciation for form and function. See special submission requirements for juried collections to the right.

Booth Size: 10' x 10'

### **Tabletop & Entertaining**

Features dinnerware, flatware, holloware crystal, stemware, glassware, acrylic ware, metalware, woodenware, pewter, silver & wine accessories.

Booth Size: 10' x 10'

### **Tabletop LUXE - Juried Collection**

A juried collection of design-oriented, luxury tabletop accessories and entertaining products including dinnerware, serveware, cutlery, high-end accent pieces and much more. See special submission requirements for juried collections to the right.

Booth Size: 10' x 10' • Rate: \$4,800 (Includes hardwall booth package and custom carpet)

### Write On!

Includes stationery, cards, paper, partyware, packaging, gift wrap, balloons, rubber stamps, stickers, appointment books, address books, photo albums, writing instruments, calligraphy sets, imprinting equipment, books, music, journals, scrapbook decorating items, embellishments & cropping supplies.

Booth Size: 10' x 10'

# Juried & LUXE Collections

Submission Requirements

To be considered for a Juried or LUXE collection, your application must include the following:

- ► Complete product information
- Custom booth (Photography or rendering)
- ▶ Wholesale price list
- Key account list complete information
- ▶ Press coverage
- Artist biography (Handmade Design only)

Please Note: Incomplete applications will NOT be considered.



# **Apply Online Today**

It's easy and quick to submit your application online! Choose your route below to get started.

### **EXHIBITED AT AMERICASMART PREVIOUSLY**

- Go to www.AmericasMart.com/ExhibitorPortal
- Click the Login button to access your personal online portal.
- Click on the icon that says Apply to Exhibit.
- Select the Gift & Home tab under "Select a Market" and click Continue.
- Choose The Atlanta International Gift & Home Furnishings Market® with the dates of January 12-16, 2017 and click Select Show.
- Choose your top 3 categories (areas) in which you'd like to show your products and then click Continue.
- The system will prompt you through the rest of the application process. Required fields are marked with a red dot. Digital Showroom, the Buyer's Guide Listings and the Company Contacts pages can be skipped and returned to via your Exhibitor Portal at a later date, if desired.
- Once you have completed the application, you will receive an acknowledgement email confirming your application was submitted from confirmations@americasmart.com.

Need Assistance? Call 404.220.2222 or email GiftHomeFurnishings@americasmart.com.

### **NEW TO AMERICASMART**

- Obtain your Account ID (a four digit code) from your sales manager and go to https://Apply.AmericasMart.com/
- Enter your Account ID and complete the "Create An AmericasMart Account" page.
- Once your account is created, you will receive an email from accountrecovery@americasmart.com with a link to set up your password for your account.
- Go to www.AmericasMart.com/ExhibitorPortal
- Click the Login button to access your personal online portal.
- Click on the icon that says Apply to Exhibit.
- Select the Gift & Home tab under "Select a Market" and click Continue.
- Choose The Atlanta International Gift & Home Furnishings Market® with the dates of January 12-16, 2017 and click Select Show.

Need Assistance? Call 404.220.2222 or email GiftHomeFurnishings@americasmart.com.

- Choose your top 3 categories (areas) in which you'd like to show your products and then click Continue.
- The system will prompt you through the rest of the application process. Required fields are marked with a red dot. Digital Showroom, the Buyer's Guide Listings and the Company Contacts pages can be skipped and returned to via your Exhibitor Portal at a later date, if desired.
- · Once you have completed the application, you will receive an acknowledgement email confirming your application was submitted from confirmations@americasmart.com.



### We always strive to provide you with exclusive tools that will enhance your experience and Market success.

Take advantage of the latest tool to promote your brand! Together with the AmericasMart app, your **Digital Showroom** is designed to increase your presence online and drive more buyer traffic to your booth. Upon confirmation, create your Digital Showroom at <a href="https://www.AmericasMart.com/ExhibitorPortal">www.AmericasMart.com/ExhibitorPortal</a>. You can also request Market badges, keep your company information current, and download important booth forms.

Prepare for success at <u>www.AmericasMart.com</u>. Find checklists and videos with insider tips on booth displays, as well as information on advertising opportunities, travel, hotels, shipping, logistics and Market updates.

# Added Resources Designed for You



### Advertise

The key to having a successful show is spreading the word about new product offerings, special events, how buyers can make appointments and where they can find you at Market.



### First Look Lobby Displays

Promote your products in displays located in high-traffic, visible lobby areas, for greater exposure to Market attendees.



### **Travel**

We provide special benefits to make your trip to AmericasMart more enjoyable and affordable. Take advantage of our exclusive discounts and offerings when planning your visit to Atlanta.



### Lead Retrieval

Capture more leads at Market! Lead retrieval devices offer quick badge scanning, easy lead qualifying and note taking, and organized follow up.



### Logistics

Ship your freight via AmericasMart Logistics and avoid drayage fees when your freight arrives at the Advanced Warehouse between November 7–December 23.



### **Product Photography**

Supply us quality, print-ready product images and they could be featured in our buyer marketing communications and campus signage.



### **Buyer Invitations**

Let us help bring your buyers to Market! Provide your current and prospect buyer lists and our Retail Services team will contact your buyers with exclusive Market incentives.

AmericasMart knows how to do customer service right! As an exhibitor, we pay a lot for our time and space at markets, and to get the service I got from the team at January Atlanta Market

Alison Petrie, The AG Studio

was such a treat!"

# Important Deadlines & Dates

Deadline	Task	
O August 8, 2016	Buyer List Submission Deadline	
October 7, 2016	AmericasMart® Magazine Ad Deadline	
October 28, 2016	Final Booth Payment Due	
O November 4, 2016	The Atlanta Buyer's Guide Listing Deadline	
O December 8, 2016	Fern Order Forms Including Standard Booth Form Due	
O December 8, 2016	Electrical & Telephone Order Forms Due	
O December 9, 2016	The Atlanta Buyer's Guide Ad Deadline	
O December 12, 2016	Late Charge Applies on All Forms	
O December 16, 2016	The Atlanta Buyer's Guide Supplement Deadline	
O December 23, 2016	Advanced Freight Shipments Deadline	
○ Book Your Travel and Hotel at www AmericasMart com/Travel		

○ Book Your Travel and Hotel at <u>www.AmericasMart.com/Travel</u>

Forms Available at <a href="https://www.AmericasMart.com/ExhibitorPortal">www.AmericasMart.com/ExhibitorPortal</a>

# **Freight Delivery**

### Direct to Fern Warehouse

November 7-December 23 Free drayage when using AmericasMart Logistics.

877.588.8930

AmericasMart.com/Logistics

### Fern Warehouse Closed

November 24-25, 2016 December 26, 2016 & January 2, 2017

### Direct to Show Site via **Common Carrier**

January 5-6, 2017 January 9-11, 2017

(Drayage charges apply)

### Direct to Show Site via Privately Owned Vehicle (POV)

January 8-11, 2017

(Drayage charges apply; see schedule in Exhibitor Services Manual)

# **Booth Set Up**

Monday, January 9-Tuesday, January 10, 2017 8 a.m. – 8 p.m.

### Wednesday, January 11, 2017

8 a.m. - 2 p.m.

All exhibits must be set by 2 p.m. on Wednesday, January 11, 2017.

# **Booth Dismantle/ Move Out**

Monday, January 16, 2017 2 p.m. - Midnight

Tuesday, January 17, 2017 8 a.m. - 6 p.m.



# Follow Our Checklist for Success

# **Prepare for the Show**

- O Review your booth confirmation to ensure it meets your space needs.
- O Design a creative and engaging booth display that will complement your product.
- O Create a free Digital Showroom at www.AmericasMart.com/ExhibitorPortal to showcase your company information and update product lines and categories on our website and Market app. (Access available after confirmation.)
- O Review your Exhibitor Services Manual and submit appropriate forms.
- O Avoid additional costs by observing all booth equipment rental and freight deadlines.
- O Ship your display and freight to Atlanta through AmericasMart Logistics.
- O Confirm your travel and hotel through AmericasMart Travel.

## **Promote Your Participation**

- O Make sure your Digital Showroom is updated with your latest information - new products, Market events, special offers and anything buyers should know about.
- O Invite your current customers to see you at your booth at AmericasMart.
- Schedule appointments with current and prospective customers.
- O Advertise in the Americas Mart Magazine and The Atlanta Buyer's Guide.
- Secure your First Look Lobby Display.
- O Post on AmericasMart's Facebook, Twitter & Instagram pages using #AtlMkt
- O Highlight new products being shown in your booth.
- O Prepare your sales team to sell, sell, sell.
- O Follow up on all sales and prospect contacts made at the Show.

We're Here to Help! Call 404.220.2222 with your Market questions.



# **Upcoming Market** Opportunities

Take advantage of our many Markets throughout the year to meet new buyers, build relationships and showcase your latest product.

# **Atlanta Spring Gift, Home** Furnishings & Holiday Market®

March 8–10, 2017

Test new products and spend more time with prospects and customers at this three-day Market.

Reserve Today! Call 404.220.2234

# The Atlanta Spring Immediate Delivery Show®

A Cash & Carry Event

May 9-11, 2017

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